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FMC-OTI NO. 019114N

January 12, 2016

The Honorable Daniel R. Elliott III  
Chairman, United States Surface Transportation Board  
395 E Street, SW  
Washington, DC 20423-0001

The Honorable Ann D. Begeman  
Vice Chairman, United States Surface Transportation Board  
395 E Street, SW  
Washington, DC 20423-0001

The Honorable Deb Miller  
Member, United States Surface Transportation Board  
395 E Street, SW  
Washington, DC 20423-0001

Dear Chairman Elliott and Surface Transportation Board Members,

I am writing today to express my support regarding Canadian Pacific Railway Limited's (CP) proposal for a CP-Norfolk Southern Corporation (NS) combination.

Professional Export Services (PES) is an international freight forwarder. Our primary business involves assisting with the export transportation of agricultural commodities via ocean containers from the Midwestern United States.

Last year, PES experienced devastating losses resulting from the strike that took place at the ports along the North American West Coast. Never again do we want to find ourselves at the mercy of the West Coast Dock Workers.

CP's proposal is timely and introduces a number of positive, future-focused ideas to vastly improve North America's transportation network. The CP-NS combination will create a transcontinental railroad with the scale and reach needed to deliver improved levels of service and safety as well as meaningfully enhance competition amongst Class Is and other modes of transportation. Specifically, we believe the following points in CP's proposal are key:

- opening up East Coast ports to Midwest exporters and importers
- offering, for the first time, competitive rates and services levels to shippers in the Midwest

- providing flexibility to avoid choke points as they arise on the network in Chicago, or elsewhere
- increasing capacity for all shippers without creating the need for additional infrastructure
- creating efficient, reliable single-line service thereby reducing shipper equipment costs and inventory carry requirements
- opening up new market opportunities in Europe and Africa
- reducing highway congestion while lowering fuel consumption on the joint network
- offering unparalleled customer service and competitive rates
- allowing another railroad access to CP-NS served shippers in terminal areas if service is not adequate and/or rates are non-competitive

For the above reasons, Professional Export Services strongly supports the proposed CP-NS combination. Should the proposal be presented to the Surface Transportation Board for their consideration, we urge you to judge it based upon its merits; we look forward to an outcome favorable to the needs of Midwestern importers and exporters.

Please contact me at (651) 683-9520 for more information.

Sincerely,

John Andrusko  
President  
Professional Export Services, Inc.  
4225 Nicols Road  
Eagan, MN 55122

cc: Keith Creel  
President and Chief Operating Officer  
Canadian Pacific